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The secrets behind creating compelling and successful business plans sure to attract financial backers are revealed step-by-step in this invaluable guide. Containing detailed information on Risk Management Association (RMA) data and clear explanations of the guidelines that banks, venture capital firms, and the Small Business Administration (SBA) use to grant loans and other financial support to businesses, the resource equips potential business owners with a wealth of knowledge on lending procedures. Hundreds of useful ideas for developing, operating, marketing, and building a profitable business are included as are copious examples and resources for further study. By demonstrating how to make each business plan uniquely suited to a particular endeavor—such as home-based businesses, sole proprietorships, and franchise operations—this comprehensive handbook ensures that anyone can embark on a new business venture with confidence.

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